

Coastal REALTORS® Coastal Area Local Specialist Guidelines



The Coastal Area Local Specialist (CALs) is an education certification program offered to REALTORS® by the Coastal Association of REALTORS® (CAR). The purpose of the CALs certification is to help real estate professionals distinguish themselves by gaining valuable knowledge, skills and proficiency in unique local real estate issues and acknowledge their experience and expertise in Worcester, Wicomico and Somerset counties in Maryland.

To Apply: An application documenting all of the required criteria must be submitted.

Eligibility Criteria: The following criteria must be met to receive the Coastal Area Local Specialist Certification:

- The candidate must be a REALTOR® member for at least two (2) years (or have taken the GRI training if less than 2 years) who is in current good standing with their primary REALTOR® association.
- Applicant to provide proof of participation from their broker or supervisor in at least ten (10) listing and/or selling transactions in the past two (2) years in any of the following counties: Worcester, Wicomico, and/or Somerset Counties.
- Completion of the eligibility requirements must be within 2 years of certification application.
- Payment of \$200.00 for members of CAR; \$300 for non-members.
- Completion of the following course areas (1.5 - hour courses):
 - Condominium/second home financing
 - Rental property
 - Ocean City areas
 - Ocean Pines areas
 - Well and septic systems
 - Flood insurance
 - USDA Financing/Renovation Lending
 - New construction

Renewal Criteria: To maintain the certification, the designee must attend no less than two (2) certification update events and have proof of at least four (4) closed transactions in the aforementioned counties.

- **Recognition:** Those completing the Certification will have their contact information displayed on a special “Coastal Area Local Specialist” page on the CAR website; access to a private group Facebook page; receive a bi-annual newsletter; receive a paper certificate and a logo pin. (Private Facebook Group and the bi-annual newsletter to be managed by the Education committee chairperson and one (1) CAR Administrator.)